

Comparisons of Job Characteristics

Focus Occupation: [Purchasing Agents, Except Wholesale, Retail, and Farm Products \(13-1023\)](#)

Associated Occupation: [Buyers and Purchasing Agents, Farm Products \(13-1021\)](#)

[Compare Knowledge](#)

[Compare Skills](#)

[Compare Abilities](#)

[Compare Detailed Work Activities](#)

[Compare Tools and Technologies](#)

| | |
|----|----------------------------------------------------|
| << | Focus occupation element is much lower |
| < | Focus occupation element is lower |
| 0 | Focus occupation element is at a similar level |
| > | Focus occupation element is at a higher level |
| >> | Focus occupation element is at a much higher level |

Knowledge

Similarity of Focus Occupation to Associated Occupation: 61

Focus Occupation: [Purchasing Agents, Except Wholesale, Retail, and Farm Products \(13-1023\)](#)

Associated Occupation: [Buyers and Purchasing Agents, Farm Products \(13-1021\)](#)

| Associated Occupation's Key Knowledge Elements | Average Rating, All Occupations | Associated Occupation's Rating | Focus Occupation's Rating | | Evaluation of Focus Occupation |
|------------------------------------------------|---------------------------------|--------------------------------|---------------------------|----|-----------------------------------------------------|
| Customer and Personal Service | 11.3 | 14.6 | 6.9 | << | Extensive education and/or training may be required |
| Food Production | 2.1 | 12.6 | 1.0 | << | Extensive education and/or training may be required |
| Sales and Marketing | 5.2 | 12.0 | 5.4 | << | Extensive education and/or training may be required |
| Production and Processing | 6.0 | 11.7 | 10.7 | 0 | Current knowledge level may be sufficient |
| Transportation | 4.6 | 11.0 | 6.4 | << | Extensive education and/or training may be required |
| Economics and Accounting | 4.4 | 10.1 | 10.8 | 0 | Current knowledge level may be sufficient |

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Skills

Similarity of Focus Occupation to Associated Occupation: 90

Focus Occupation: [Purchasing Agents, Except Wholesale, Retail, and Farm Products \(13-1023\)](#)

Associated Occupation: [Buyers and Purchasing Agents, Farm Products \(13-1021\)](#)

| Associated Occupation's Key Skills Elements | Average Rating, All Occupations | Associated Occupation's Rating | Focus Occupation's Rating | | Evaluation of Focus Occupation |
|---------------------------------------------|---------------------------------|--------------------------------|---------------------------|----|--------------------------------------------|
| Persuasion | 7.4 | 11.2 | 12.6 | > | Skill level is likely sufficient |
| Negotiation | 6.8 | 10.1 | 13.9 | >> | Skill level is likely more than sufficient |
| Management of Financial Resources | 3.3 | 7.7 | 13.2 | >> | Skill level is likely more than sufficient |
| Management of Material Resources | 3.7 | 7.5 | 6.1 | < | A higher skill level may be required |

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

| Abilities | | Similarity of Focus Occupation to Associated Occupation: 89 | | | |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------|-------------------------------------------------------------|---------------------------|--------------------------------|------------------------------------------------------|
| Focus Occupation: Purchasing Agents, Except Wholesale, Retail, and Farm Products (13-1023) Associated Occupation: Buyers and Purchasing Agents, Farm Products (13-1021) | | | | | |
| Associated Occupation's Key Abilities Elements | Average Rating, All Occupations | Associated Occupation's Rating | Focus Occupation's Rating | Evaluation of Focus Occupation | |
| Oral Expression | 12.4 | 12.1 | 16.6 | >> | Current ability level is likely more than sufficient |
| Oral Comprehension | 12.5 | 11.6 | 15.7 | >> | Current ability level is likely more than sufficient |
| Speech Clarity | 10.2 | 10.3 | 10.9 | 0 | Current ability level may be sufficient |
| Near Vision | 11.1 | 10.0 | 12.4 | > | Current ability level is likely sufficient |
| Speech Recognition | 9.9 | 10.0 | 11.6 | > | Current ability level is likely sufficient |
| Written Comprehension | 11.0 | 10.0 | 13.8 | >> | Current ability level is likely more than sufficient |
| Deductive Reasoning | 10.6 | 9.8 | 15.2 | >> | Current ability level is likely more than sufficient |
| Problem Sensitivity | 11.1 | 9.5 | 12.3 | >> | Current ability level is likely more than sufficient |
| Category Flexibility | 9.0 | 9.3 | 9.4 | 0 | Current ability level may be sufficient |
| Number Facility | 6.3 | 8.6 | 5.6 | << | Extensive improvement in abilities may be required |
| Fluency of Ideas | 7.6 | 8.5 | 5.5 | << | Extensive improvement in abilities may be required |
| Mathematical Reasoning | 6.3 | 8.4 | 8.3 | 0 | Current ability level may be sufficient |
| Originality | 7.6 | 8.1 | 6.6 | < | Some improvement in abilities may be required |

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

| Activities that Both Occupations Have in Common | | Similarity of Focus Occupation to Associated Occupation: 80 |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------|-------------------------------------------------------------|
| Focus Occupation: Purchasing Agents, Except Wholesale, Retail, and Farm Products (13-1023) Associated Occupation: Buyers and Purchasing Agents, Farm Products (13-1021) | | |
| Work Activities | Exclusivity of Activity | |
| Analyze financial data | 57 | |
| Compute financial data | 53 | |
| Direct and coordinate activities of workers or staff | 3 | |
| Inspect merchandise to determine value | 87 | |
| Locate sources of supply for purchasing | 89 | |
| Maintain records, reports, or files | 5 | |

| | |
|-------------------------------------------------|----|
| Make presentations | 13 |
| Negotiate business contracts | 60 |
| Obtain information from individuals | 24 |
| Use computers to enter, access or retrieve data | 3 |
| Use interpersonal communication techniques | 10 |
| Use spreadsheet software | 18 |

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Tools and Technologies that Both Occupations Have in Common

Similarity of Focus
Occupation to Associated
Occupation: 82

Focus Occupation: Purchasing Agents, Except Wholesale, Retail, and Farm Products (13-1023)
Associated Occupation: Buyers and Purchasing Agents, Farm Products (13-1021)

| Tools and Technologies | Exclusivity |
|------------------------------------------------------------------|-------------|
| Business function specific software | 1 |
| Calculating machines and accessories | 3 |
| Computers | 1 |
| Content authoring and editing software | 1 |
| Data management and query software | 1 |
| Finance accounting and enterprise resource planning ERP software | 2 |
| Information exchange software | 1 |
| Network applications software | 1 |
| Personal communication devices | 2 |

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.